

Message Text

UNCLASSIFIED

PAGE 01 STOCKH 00659 061222Z

73

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
----- 084971

R 061123Z FEB 76
FM AMEMBASSY STOCKHOLM
TO USDOC WASHDC
INFO SECSTATE WASHDC 6739

UNCLAS STOCKHOLM 0659

FOR: BIC/OIM: TRAFTON

E.O.11652: N/A

TAGS: BEXP, SW

SUBJECT: COMMERCIAL PROGRAM: HEALTH CARE EXHIBITION PROCUREMENT

1. EMBASSY COMMERCIAL SECTION TOP RESPONSES REVEALED
FOLLOWING LEADS FOR SUBJECT SHOW.

2. DIXON MEDICAL PRODUCTS, P.O. ?9/ ?-37, THORNTON,
PA 19373, PHONE (215) 622-3704, CONTACT BERTEN ELY,
PRESIDENT. COMPANY SEEKS SCANDINAVIAN AGENTS.

3. SAMUEL B. KOGEN ASSOCIATES LTD., ADDRESS NOT
PRINTED ON LETTER COPY RECEIVED AT EMBASSY. CONTACT
SAMUEL KOGEN, PRESIDENT. COMPANY IS EMC FOR AMONG
OTHERS BIO-TEK INSTRUMENTS (MEDICAL ANALYTICAL
INSTRUMENTS); BIO-FEEDBACK TECHNOLOGY INC.
(BIO-FEEDBACK EQUIPMENT); UNITEX PRODUCTS INC.
(MEDICAL DISPOSABLES); E.M. PARKER INC. (CARDIO-
VASCULAR PRODUCTS); ORION SYSTEMS INC. (COMPUTERIZED
MEDICAL ACCOUNTING SYSTEMS). KOGEN WISHES APPOINT SWEDISH
REPRESENTATIVES FOR CLIENT COMPANIES

4. SHUGARMAN SURGICAL SUPPLY IMPORTERS & EXPORTERS,
3134 DORR STREET, TOLEDO, OHIO 43607, PHONE (419)
536-3767, CONTACT RICHARD SHUGARMAN, PRESIDENT.
COMPANY DEALS IN SURGICAL AND ORTHOPAEDIC AIDS, AND
APPARENTLY SEEKS SWEDISH REPRESENTATIVE. STC WILL FOLLOW
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UP WITH SHUGARMAN'S EUROPEAN REPRESENTATIVE ITAG INTER-

MARKETING A.G., ZURICH, SWITZERLAND.
STRAUSZ-HUPE

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Margaret P. Grafeld
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